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Message Text

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PAGE 01 STATE 074348
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/OED/MEPD/JLSMITH/MM
APPROVED BY EB/OCA/CM/JJREILLY
COM/OED/MEPD/SMCONGER,DIR.
COM/OIM/FTOWER (INFO)
ARA/ECP/WSKOK
----------097665 230844Z /11
R 222231Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY MEXICO

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E.O. 11652: N/A

TAGS: BENC, MX

SUBJECT: MAJOR PROJECT: SUBURBAN RAILROAD

REF: 77 MEXICO 15365, PREVIOUS

1. AS EMBASSY AWARE, SUBJECT PROJECT HAS GENERATED GREAT INTEREST IN U.S. RAILROAD SUPPLY INDUSTRY AND SEVERAL FIRMS HAVE APPROACHED USDOC TO DISCUSS OPPORTUNITY FOR PARTICIPATION AND POSSIBILITY OF USG SUPPORT FOR PROPOSAL EFFORTS.

2. FYI ONLY: SENIOR REPRESENTATIVE OF PULLMAN-STANDARD HAS INFORMED USDOC THAT IT, ALONG WITH GENERAL ELECTRIC AND WESTINGHOUSE ELECTRIC, ARE WELL ALONG IN PLANSTO DEVELOP PROPOSAL, IN CONSORTIUM WITH MAJOR MEXICAN MANUFACTURER, ON COMPREHENSIVE APPROACH TO PROJECT. SINCE THESE THREE COMPANIES ARE PROMINENT SUPPLIERS OF RAILCARS,
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TRACTION EQUIPMENT, AND TRAIN CONTROL SYSTEMS, AND SINCE ANOTHER LEADING TRAIN CONTROL SUPPLIER, GRS INTERNATIONAL, HAS INFORMED USDOC OF ITS INTENTION TO BID ON PART OF SUBURBAN PROJECT THROUGH PARTICIPATION IN CANADIAN NATIONAL CONSORTIUM, POSSIBILITY OF EMERGENCE OTHER U.S. BIDDERS DECLINES AS TIME PASSES BUT CANNOT BE PRECLUDED.

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END FYI.

3. SINCE U.S. INDUSTRY PLANNING MAKE MAJOR PROPOSAL EFFORT, AND SINCE PROJECT OFFERS DIRECT U.S. EXPORT

POTENTIAL OF APPROXIMATELY 1 BILLION DOLLARS, USDOC PROPOSES DEVELOP COMPREHENSIVE PROGRAM OF USG SUPPORT FOR AMERICAN BIDDERS. JAY L. SMITH, ACTG. DIRECTOR, TRANSPORTATION SYSTEMS STAFF, MAJOR EXPORT PROJECTS DIVISION, USDOC, PLANNING VISIT EMBASSY FOR

BRIEFING ON PROJECT BACKGROUND, DISCUSSIONS OF APPROPRIATE USG SUPPORT PROGRAM WITH COMMERCIAL COUNSELOR AND TCO AND, IF EMBASSY BELIEVES IT USEFUL, COURTESY CALLS ON MEXICAN OFFICIALS CONCERNED WITH PROJECT IMPLEMENTATION. SMITH SPENT SEVERAL DAYS WITH EDUARDO HARFUCH KURUZ OF NDEM WHEN MEXICAN RAIL TEAM VISITED U.S. DURING 1976 AND, RECENTLY, MET HIM AT A WASHINGTON RECEPTION. BRIEF CALL ON HARFUCH WOULD APPEAR TO BE WORTHWHILE.

4. WOULD APPRECIATE EMBASSY ADVICE ON TIMING OF VISIT. AT THIS TIME, USDOC PROPOSES WEEK APRIL 17, BUT LATER PERIOD OPEN IF EMBASSY PREFERS.
VANCE

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Draft Date: 22 mar 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Review Release Date: N/A
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Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: SUBURBAN RAILROAD
TAGS: BENC, MX
To: MEXICO
Type: TE
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